

MINUTES OF THE JOINT MEETING OF THE BOARD OF DIRECTORS OF THE INDIANA
ECONOMIC DEVELOPMENT CORPORATION AND THE INDIANA ECONOMIC
DEVELOPMENT FOUNDATION, INC.

December 8, 2011

The Board of Directors ("Board") of the Indiana Economic Development Corporation (the "Corporation") and the Indiana Economic Development Foundation, Inc. ("Foundation"), met on December 8, 2011 at the Governor's Residence, 4750 N. Meridian Street, Indianapolis, Indiana. Present at the meeting were directors Mitchell E. Daniels, Jr., Kip Tom, Bob Koch, Sally Byrn, Cathy Langham, Jim Marcuccilli, John T. Thompson, John Mutz, and Bob Taylor. Directors Tom Linebarger and Kevin Bramer were absent due to conflicts. Also in attendance were Daniel J. Hasler., and Chad A. Pittman of the Corporation.

Governor Daniels, as chairman of the Board, called the meeting to order. Governor Daniels recognized that a sufficient number of the members of the Board were present to constitute a quorum. Governor Daniels also recognized that the meeting of the Board was being held in full compliance with the open door laws of the State of Indiana and noted that all postings and other related requirements were observed. Governor Daniels then reviewed and presented for approval the minutes from the previous Board meeting on September 13, 2011. Upon motion duly made and seconded, the minutes from the prior meeting were unanimously adopted.

Governor Daniels then called upon Sally Byrn, to provide a report of the Entrepreneurship Committee. Ms. Byrn reported that CloudOne was approved with an investment amount of \$700K and matching capital of \$715K. The number of investments for 2011 is 6 for a total investment amount of \$4M and matching capital of \$5.9M. She also provided highlights of other 21 Fund Companies. The 2011 Forbes America's 100 Most Promising Companies included 2 Indiana companies that received support from the 21 Fund: ChaCha and Scale Computing. Orthopediatrics closed a \$20M private investment. Ms. Byrn also reported on Elevate Ventures Northern Indiana Initiative. She also reported on the State Small Business Credit Initiative Fund.

Governor Daniels then called upon John Mutz, to provide a report of the Economic Policy Committee Meeting. Mr. Mutz reported that there was general discussion regarding IEDC's transparency. Mr. Mutz also reported on the 2nd annual audit review by Crowe Horwath. For 2005-2010 the net new jobs reported was 44,422 which is a realization of 81%. Mr. Mutz reported that the committee feels that we have in place a reliable way to look at the incentive programs that we offer. Mr. Mutz reported that the committee adopted a resolution on the Right to Work Legislation. A motion was made for the full board to approve the Right to Work Resolution. The motion to approve the Resolution was seconded and unanimously approved by all Board members present.

Governor Daniels then asked the executive staff of the Corporation to provide the Board with a report of activity since the prior Board meeting. Daniel J. Haler., Secretary of Commerce, reported that the Corporation has closed 218 competitive economic development projects year-to-date. These projects have resulted in commitments to create 18,888 new jobs with investment


of \$2.6 billion of private capital. The cost of incentives is at \$8,439. Secretary Hasler then reported on IEDC productivity including new projects and new jobs per IEDC employee. Secretary Hasler then reported on Kronos as a project win. The key factor to this win was not the incentive package but Kronos sought to locate in a market with a large presence of IT-related companies near large university campuses that would provide a talented workforce excelling in information technology and computer science fields. One notable loss was Avery Graphics. The key factor was that Avery wanted a significant amount of upfront money to support the investment. Secretary Hasler reported on the job actualization analysis and the continued effort to work with companies that have fallen out of compliance. Secretary Hasler then reported on the pipeline comparison between 2010 and 2011. He noted that when Indiana is in competition with other states, Indiana wins nearly 66% of the time. The future secret to success is shots on goal giving the state the most opportunity to compete. Secretary Hasler reported that the single most valuable pipeline filler will be if Indiana becomes the 23rd right to work state. 2012 business development goals include the following for projects: 250 accepted deals in calendar year 2012, \$4B in capital investment, 25,000 new job commitments, and 1+ large headquarter relocation. Another goal is to increase institutional knowledge and processes and marketing outreach with the Hoosier Ambassador Program and China/U.S. executive in residence program. Secretary Hasler concluded with discussion on the history of the 21 Fund and future of Elevate.

There being no more business to come before the Board at the public meeting, Governor Daniels concluded the public portion of the meeting, thanked all of the visitors for attending and excused the visitors and members of the media so that the Executive Session could be called to order.

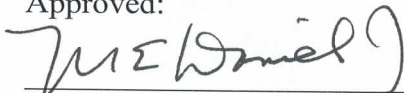
Executive Session

The Executive Session was called to order by Governor Daniels. Present other than members of the Board were Daniel J. Hasler, and Chad A. Pittman, each of the Corporation.

Respectfully submitted,


Chad A. Pittman, Acting Secretary

Approved:


Mitchell E. Daniels, Jr., Chairman
Attachments:

1. Public Notice of Meeting
2. Meeting Agenda dated December 8, 2011



**NOTICE OF A JOINT MEETING OF THE BOARD OF DIRECTORS OF
THE INDIANA ECONOMIC DEVELOPMENT CORPORATION AND
THE INDIANA ECONOMIC DEVELOPMENT FOUNDATION, INC.**

AND

**NOTICE OF EXECUTIVE SESSION OF
THE BOARD OF DIRECTORS OF
THE INDIANA ECONOMIC DEVELOPMENT CORPORATION**

Notice is hereby given that the Board of Directors of the Indiana Economic Development Corporation and of the Indiana Economic Development Foundation, Inc. will hold a public meeting on December 8, 2011 at 3:30 p.m., at the Governor's Residence, 4750 N. Meridian Street, Indianapolis, Indiana.

In addition, the Board of Directors of the Indiana Economic Development Corporation will hold an executive session on December 8, 2011 at 4:45p.m. at the Governor's Residence, 4750 N. Meridian Street, Indianapolis, Indiana for consideration of confidential pending incentive requests made to the State of Indiana by industrial or commercial prospects (confidential proposals in progress) and discussion of records classified as confidential by state or federal statute, IC. 5-14-1.5-6.1(b)(2)(B),(4) and (7).

**Joint Meeting of the Board of Directors of the Indiana Economic Development Corporation
and the Indiana Economic Development Foundation, Inc.**

**December 8, 2011 (3:30 p.m.)
Governor's Residence
4750 N. Meridian Street
Indianapolis, IN**

- I. Welcome Board Members and Guests
 - Recognition of Quorum
 - Recognition of Compliance with Open Door Law
 - Approval of Minutes from September 13, 2011 Meeting
- II. Committee Reports
 - Entrepreneurship Committee Report
 - Economic Policy Committee Report
- III. IEDC Executive Report
- IV. Place and Time of Next IEDC Board Meeting

EXECUTIVE SESSION

Consideration of confidential pending incentive requests made to the State of Indiana by industrial or commercial prospects (confidential proposals in progress) and discussion of records classified as confidential by state or federal statute, IC. 5-14-1.5-6.1(b)(2)(B),(4) and (7).